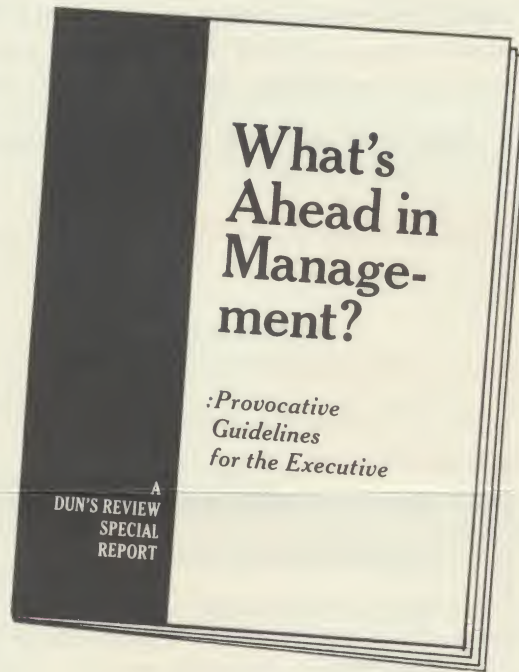


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Your Present Job Function	Average Wait to Top Job — First- Choice Man	Average Wait to Top Job — Second- Choice Man
Corporate Planning	0 years*	9 years
General Administration	3 years	6 years
Sales or Marketing	4 years	5 years
Finance	6 years	10 years
Purchasing	4 years	10 years
Personnel Administration	8 years	9 years
Production	5 years	9 years
Research	7 years	12 years
Accounting	6 years	8 years
Traffic	—3 years**	0 years*
Engineering	7 years	9 years
International	7 years	8 years
Legal	9 years	15 years
Advertising & Promotion	6 years	11 years
Public Relations	8 years	17 years

* 0 years doesn't mean that he has arrived. It means that he is probably as close to retirement age as the boss.

** —3 years means that on the average he is that much older than the boss!

One more footnote on this survey. The important thing is not really how many years it will take you to get "There." But — are you first-choice man, second-choice, or further down?

YOUR GRASP OF THE ART OF MANAGEMENT IS THE DIFFERENCE!

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